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Title:

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Place:

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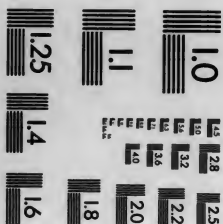
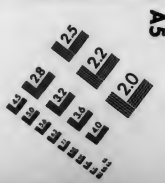
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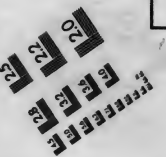
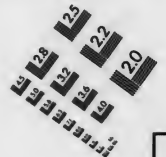
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THE CANDY INDUSTRY



JULY, 1937

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THE CANDY INDUSTRY

An Analysis of Industry Trends with Selected List of References

by

Albert S. Nemir, Chief,
Sugar, Confectionery, and Nuts Section
Foodstuffs Division

Prepared in the Foodstuffs Division, F. H. Rawls, Chief.

July 1937.

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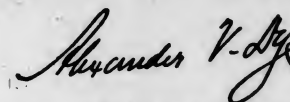
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FOREWORD

This bulletin is published because it is believed it will fill a real need for the presentation in one pamphlet of a group of basic data on various phases of the candy industry. The study covers the ten-year period 1927-1936 and is based to a large extent on statistics taken from the ten surveys on confectionery production and distribution which have been conducted annually by the Foodstuffs Division since 1928.

The record production of more than 2 billion pounds of candy confectionery during 1936, as indicated by the statistics, is one of the interesting facts brought out in this study. Estimates of commercial production, per capita consumption, and related statistics are presented in conjunction with lists of trade associations, trade journals, and a bibliography detailing sources of more complete information.

It should be noted that the production estimates given in this bulletin include both candy confections reported by the Bureau of the Census in its biennial Census of Manufactures' report on the confectionery industry, and also statistics on competitive chocolate candy produced in the chocolate and cocoa industry, such as molded chocolate bars and drops, with or without nuts. Since this study deals primarily with total production of confectionery in the United States and not the amount produced in the two separate industries mentioned above, chocolate and other confectionery are combined.



Alexander V. Dye, Director,
Bureau of Foreign and Domestic Commerce.

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THE CANDY INDUSTRY

Introduction

For the purposes of this study, the term "candy" includes the production of the confectionery industry but excludes such items as chewing gum, stuffed dates, salted nuts, and similar products. However, the production of chocolate products competitive with confectionery and sold in the same trade channels is included. Examples of these items, made by firms identified with the chocolate and cocoa industry, are molded chocolate bars, either with or without nuts, and drops.

This distinction is a rather important one, as heretofore, the industry has usually been broken down into the confectionery industry including salted nuts, glace fruit, and other items made by manufacturing confectioners as distinguished from the competitive chocolate products industry consisting of chocolate and cocoa manufacturers. This new breakdown has been made in accordance with the practice followed in the series of annual surveys of the candy industry conducted by the Bureau of Foreign and Domestic Commerce.

ANALYSIS OF INDUSTRY TRENDS

Estimated Total Production of Candy in the United States

In Table 1, estimates of the total production of candy in the United States are shown with corresponding value figures for the years 1927 to 1936, inclusive. The value figures are based on the Biennial Census of Manufactures' values which represent f.o.b. prices at the factory.

In order to give some indication of the validity of the figures shown, a brief outline of the statistical sources employed in deriving the figures is given.

The first source of the data used was the Biennial Census of Manufactures, which supplied the total value figures for confectionery, and the poundage and value for competitive chocolate products, both for the odd years.

The rest of the figures were derived by applying trends and average values from the series of annual surveys conducted by the Bureau of

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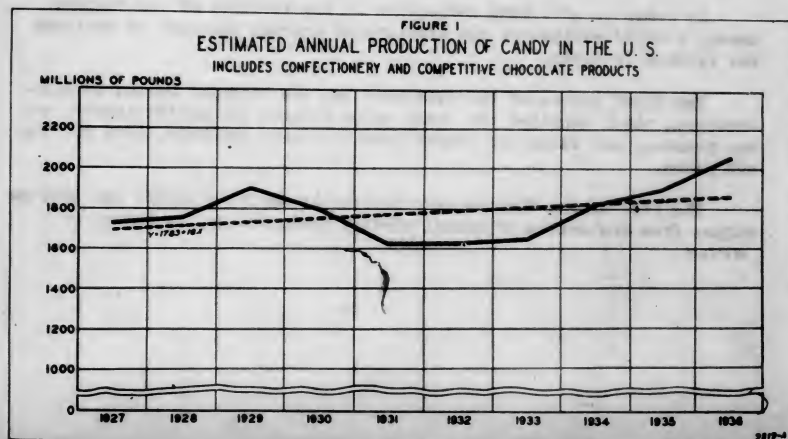
Foreign and Domestic Commerce. These surveys showed trends over any two successive years for an identical group of firms. The sample changed each year, of course, but represented between 70 and 75 percent of the industry each year shown.

Table 1. Estimated Total Production of Candy in the United States and Average Value per Pound

Year	Pounds	Value	Average Value in Cents per Pound
1927	1,733,255,000	\$ 401,398,000	23.2
1928	1,756,079,000	403,131,000	23.0
1929	1,902,196,000	413,134,000	21.7
1930	1,789,360,000	367,533,000	20.5
1931	1,621,403,000	299,295,000	18.5
1932	1,625,186,000	237,634,000	14.6
1933	1,639,307,000	226,086,000	13.8
1934	1,814,673,000	260,971,000	14.4
1935	1,899,855,000	282,114,000	14.8
1936	2,054,312,000	309,291,000	15.1

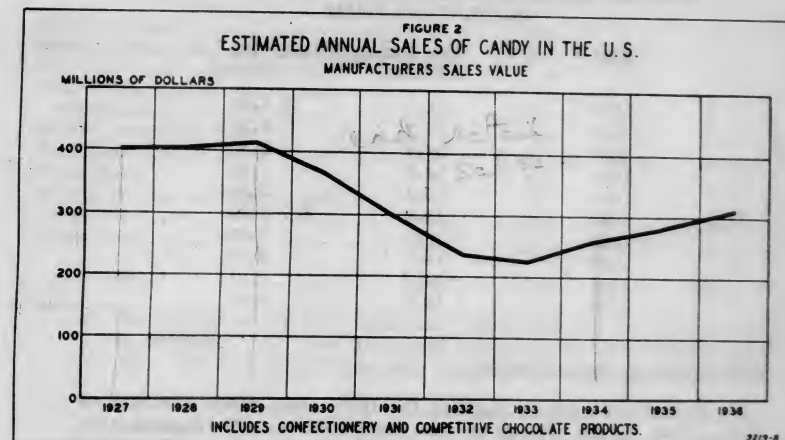
Note: Includes Confectionery and Competitive Chocolate products.

The total production figures for poundage shown in Table 1 are represented graphically in Figure 1. The straight line drawn represents the trend of production over the ten years shown. Because of the limited number of years for which poundage figures can be estimated, no statement can be made about the secular trend. However, it is evident that quantity production in the last ten years has been upward at about the rate given.



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In Figure 2, total candy sales in dollars are shown over the ten-year period. In evaluating the chart, cognizance must be taken of the fluctuation that took place during this period in the value of the dollar. This would account in large measure for a large portion of the decline which occurred in the depth of the depression.



Per Capita Consumption of Candy in the United States.

In Table 2, the estimated per capita consumption of candy on a pound and dollar basis is shown. The figures listed were obtained by dividing the production totals shown in Table 1 by the estimated July 1 population for each year.

Owing to the semi-perishable nature of candy, year-end inventories are not likely to disturb the relationship between production and consumption indexes.

The estimate of approximately 16 pounds per capita obtained for 1929 and 1936, while the highest for the period shown, cannot be considered with certainty to be the all time peaks, since no poundage data are available for years prior to 1927.

Care must be exercised in analyzing the dollar consumption figures shown. They represent the ratios of the total manufacturers' sales figures in Table 1 to the populations of the respective years, and do

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not show the average amount of money spent on candy by each person in the United States during each year. The figures shown would have to be raised by distribution and selling costs and profits to obtain such a series.

Table 2. Estimated Per Capita Consumption of Candy in the United States

Year	Per Capita Consumption	
	(Pounds)	(Value)
1927	14.7	\$ 3.40
1928	14.7	3.36
1929	15.7	3.40
1930	14.5	2.99
1931	13.1	2.41
1932	13.0	1.90
1933	13.0	1.80
1934	14.3	2.06
1935	14.9	2.21
1936	16.0	2.41

Production by Type of Product.

In Table 3 candy production for 1927, 1930, 1933, and 1936 is broken down by the type of product manufactured. The figures were obtained from the series of annual Bureau of Foreign and Domestic Commerce surveys covering those years shown.

The breakdown, chiefly on a packaging basis, shows an increase in the relative importance of plain package goods and molded chocolate bars in the period covered. Bulk confectionery other than chocolate and chocolate covered bars, despite a general falling-off since 1930, have maintained their position as the leading sales items from a quantity standpoint. These two items accounted for over one-half of total production in 1930, and did not fall below 40 percent for any year shown.

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Table 3. Sales of Confectionery and Competitive Chocolate Products by Types*

Product	Percent of total quantity sold in each year			
	1927	1930	1933	1936
Plain package goods (1).....	5.7	5.6	8.5	10.2
Fancy package goods (2).....	3.6	2.7	0.9	1.1
Chocolate bulk confectionery (3)...	11.2	8.2	9.4	11.5
Bulk confectionery other than chocolate (3).....	26.0	25.3	23.6	22.2
Molded chocolate bars (4).....	7.9	7.6	8.2	10.7
Chocolate-covered bars (4).....	19.9	28.0	25.4	21.6
Other bars (5).....	4.9	3.9	2.0	2.5
5- and 10-cent packages other than bars	5.1	3.9	4.5	3.8
Penny goods	15.7	14.8	17.5	16.4
Total	100.0	100.0	100.0	100.0

* The data given in this table are taken from the various surveys as follows: 1927 from 1927-1929 survey; 1930 from 1929-30 survey; 1933 from 1932-33 survey; and 1936 from 1936 survey.

- (1) Boxed confectionery, other than 5- and 10-cent items, packed by the manufacturer to retail in the original package at less than \$1.00 per pound.
- (2) Idem.-to sell at \$1.00 or more per pound, retail.
- (3) Chocolate bulk confectionery, as distinguished from Bulk Confectionery Other than Chocolate, includes those confectionery items put up by the manufacturer in large containers and to be retailed in smaller units and made of chocolate or chocolate-coated.
- (4) Chocolate-covered Bars are distinguished from Molded Bars in that they are made by enrobing separately prepared centers in chocolate coating.
- (5) Bars other than Molded and Chocolate-covered.

Trends in Candy Distribution.

Table 4 gives some indication of what happens to candy after it leaves the manufacturer's hands. Obviously the most important single channel of distribution is the candy jobber. In every single year shown, more than one-half of the total candy produced passed through his hands. Furthermore, his percentage of the total increased every year since 1932, reaching approximately 60 percent in 1936.

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Sales by manufacturers direct to chain stores approximately doubled through the period. In 1927 only 10 percent of the total went to chain stores, but this figure had reached 20.6 percent in 1936. The climb in the intervening years was almost an unbroken line.

Sales by manufacturers direct to independent retailers were reduced almost the full amount of the gain occurring in the above two categories. This mode of distribution accounted for 27.5 percent in 1927, but by 1936, its portion had dwindled to 11.8 percent.

Table 4. Trends in Candy Distribution

Method of Distribution	Percent(1) distributed each way											
	1927	1928	1929	1930	1931	1932	1933	1934	1935	1936		
Through jobbers	53.0	53.0	53.0	55.9	53.7	53.7	56.7	58.6	58.9	59.8		
Direct to retailers:												
Chain stores	10.0	12.7	14.1	15.9	18.5	19.7	18.7	19.2	19.9	20.6		
Independents	27.5	25.8	26.9	19.6	17.9	16.1	15.1	13.6	13.3	11.8		
Direct to consumers:												
Through own store	9.3	8.3	5.8	8.4	9.7	10.2	9.4	8.5	7.8	7.7		
Mail order2	.2	.2	.2	.2	.3	.1	.1	.1	.1		
Total	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0		

(1) Based on dollar sales. Figures for 1930 to 1936, inclusive, are from 1936 survey, while 1927 through 1929 are from 1927-29 survey.

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Seasonal Variation in Candy Sales.

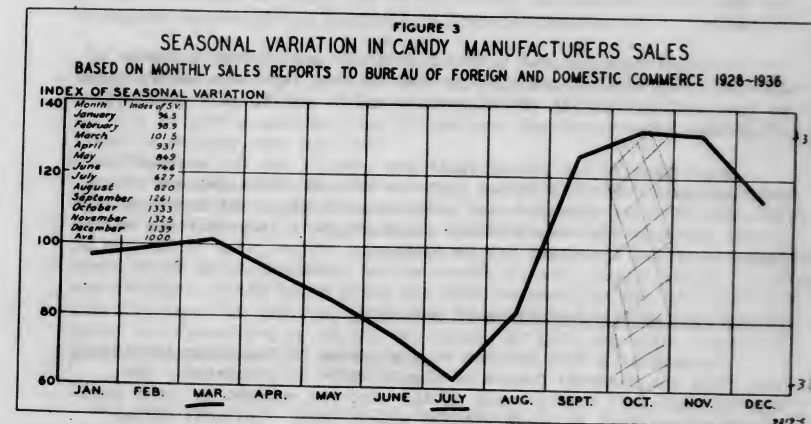
Sales of candy, as is well known, are subject to wide seasonal variation. Annual sales may be roughly divided into three subdivisions, the Spring, Summer, and Fall Seasons.

Reference to Figure 3 shows the Spring Season, consisting of January to April, inclusive, varies but slightly from average monthly sales. The small peak occurring in March is due, of course, to the increased sales ordinarily occurring that month as a result of Easter trade.

May to August roughly covers the slack summer season. July sales are normally the lowest for any month of the year.

With the advent of the cool winter months and the approach of heavy Christmas trade, sales of candy reach their peak. October and November are the heaviest sales months of the year, as a rule. These last four months account for somewhere in the neighborhood of 45 percent of annual sales.

Figure 3, immediately following, is plotted from the table of seasonal indexes appearing in the 1936 survey of the Bureau of Foreign and Domestic Commerce and shows graphically the foregoing facts.



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Geographical Location of Candy Manufacture.

Generally speaking, the central and northeastern sections of the United States are the heaviest manufacturing centers of the candy industry. Illinois, New York, Pennsylvania, and Massachusetts are sometimes called the "big four". These four states manufacture close to 70 percent of total United States candy production.

In addition to manufacturers in these four states, there are important manufacturers of confectionery in practically every state of the Union, many of which are not only important distributors in their surrounding territories but distribute their products throughout the nation.

Since the Census of Manufactures does not break down state production by types, and the Bureau of Foreign and Domestic Commerce surveys have varied state samples, discussion of the topic of "what kind of candy is manufactured where" must of necessity be somewhat limited in scope.

Illinois is, of course, the center of the chocolate-covered bar goods industry. It is estimated that well over one-half of the chocolate-covered bars sold in the United States are manufactured in Illinois. However, in stressing this chief product, one must not lose sight of the fact that substantial quantities of all types of candy are made in Illinois.

Confectioners located in New York State manufacture a number of diversified products. Perhaps the two outstanding items manufactured in the state are molded chocolate bars and 5- and 10-cent packages, other than bars.

Massachusetts and Pennsylvania are notable for the manufacture of package goods. The two states combined account for somewhere around one-half of total United States production of plain and fancy package goods. In addition, Pennsylvania manufactures a large portion of the domestic molded chocolate bar production.

Census Data on the Confectionery Industry.

In concluding this section on statistics of the candy industry, data from the Biennial Census of Manufactures is presented. The figures represent that portion of the concerns engaged in candy manufacture classified as confectionery manufacture. Concerns making competitive chocolate products are not included, their figures appearing in the chocolate and cocoa products schedule.

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Table 5. Number of Establishments, Wage Earners, and Wages Paid in the Confectionery Industry for the Census Years 1921-35, inclusive

Year	Number of(1) Establishments	Wage Earners(2) (Average for year)	Wages (1,000 \$)
1921	2,254	61,004	50,210
1923	2,014	63,485	54,882
1925	1,931	63,600	55,835
1927	1,908	63,163	56,981
1929	2,021	63,501	56,443
1931	1,566	51,262	42,163
1933	1,218	50,609	32,991
1935	1,314	52,093	39,252

(1) 1935 preliminary. Does not include establishments in the chocolate and cocoa industry manufacturing competitive chocolate products.

(2) Not including salaried officers and employees. See Census reports for further explanation.

Source: Bureau of the Census, United States Department of Commerce.

Principal Raw Materials Consumed in Candy Production.

Although the Bureau of the Census has not included in its recent Census of Manufactures data to show principal materials consumed in the confectionery industry, the data shown in the 1929 and 1931 Census will suffice to give a general idea of the more important materials and the relative amounts that are used.

To the data given in Table 6 must be added the raw materials used in the production of molded chocolate bars reported by the Census Bureau in the chocolate and cocoa products industry schedule. All of the \$4,807,436 of nuts, which, according to the Bureau of the Census, was consumed in 55 establishments* in the chocolate and cocoa products industry, may be added to the value given for nuts consumed by the confectionery industry shown in Table 6, as it may be assumed that this was used entirely in the production of 56,700,451 pounds of milk and sweet chocolate bars with nuts reported during 1929.

* The combined value of products reported by these 55 establishments amounted to 97.3% of the aggregate value of products of all the 59 establishments in the industry.

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Table 6. Principal Materials Consumed in the Confectionery Industry of the United States during Census Years 1929 and 1931

Kind	1929*		1931*	
	Pounds	Cost	Pounds	Cost
Sugar	713,001,634	\$38,802,484	633,192,206	\$28,703,925
Chocolate Coatings	179,756,752	36,020,586	167,638,454	23,249,388
Nuts	197,629,916	23,900,725	204,378,673	19,644,131
Corn Sirup	428,799,715	15,328,742	367,343,520	9,998,353
Milk and milk products	82,775,533	8,016,405	70,112,969	5,557,340
Fruits	20,083,236	3,582,224	12,303,234	1,954,933
Cocoa butter	8,074,818	2,059,249	8,739,068	1,288,284
Coconut (shred, thread, etc.)	27,500,490	2,909,464	14,722,782	1,253,687
Extracts	(1)	1,443,793	(1)	1,096,495
Oils	(1)	1,124,166	(1)	795,216
Cocoa powder	3,820,874	718,107	5,034,701	313,367
Chicle		408,691		127,240
Total		\$ 134,314,636		\$ 93,983,059

* The combined value of products reported by these 1,507 establishments amounted to \$365,290,383, or 92.9 percent of the aggregate value of products of the 2,021 establishments reported during the 1929 Census. During 1931, 1,420 of the total of 1,566 establishments in the industry reported on the quantities and costs of principal materials consumed. The combined value of these 1,420 establishments amounted to \$273,114,343, or 96.1 percent of the aggregate value of products for the industry.

(1) Quantity not called for on schedule.

Using figures from more recent reports on this subject derived from different sources, the following generalizations with reference to the principal raw materials may be made:

Sugar: Based on data shown in the 1929 Census for establishments whose sales were 92.9 percent of the industry, 384,000 short tons may be roughly estimated as the amount of sugar used by all of the 2,021 establishments reporting. Since the volume of candy increased, and adding the quantity used in the production of molded chocolate bars, it can be estimated that over 400,000 short tons of sugar are now being used annually in the manufacture of candy and competitive chocolate products.

Glucose: According to reports prepared by the Corn Refiners Statistical Bureau, Chicago, Illinois, sales of corn sirup, unmixed, to confectionery manufacturers for the years 1929-1936, inclusive, were as follows:

Table 7. Sales Distribution of Corn Sirup, Unmixed, to Manufacturing Confectioners - 1929-1936, inclusive

Year	Short Tons	Year	Short Tons
1929	245,056	1933	229,600
1930	227,417	1934	242,995
1931	213,406	1935	236,214
1932	192,159	1936	282,326

Nuts: Based on the 1929 Census, and making certain adjustments, it may be estimated that nearly 225,000,000 pounds of edible nuts were purchased during 1929 by confectionery manufacturers.

Some data showing the distribution by kinds of nuts were compiled by the United States Tariff Commission, part of which was reprinted in Domestic Commerce Series No. 92, Confectionery Production and Distribution, 1933-34, pages 38 to 42, inclusive. It was estimated by the Tariff Commission that the quantities purchased by 52 firms represented nearly 70 percent of total purchases by the industry.

Table 8. Purchase of Edible Nuts by 52 Confectionery Manufacturers Years 1932 and 1933

Kind	1932	1933
	(In 1,000's of pounds)	
Peanuts	140,710	153,780
Almonds	7,550	6,837
Walnuts	1,337	977
Pecans	1,092	1,050
Cashews	4,112	5,095
Brazil nuts	3,552	3,416
Pignolias	17	283
Filberts	444	10
Pistachios	25	27
Total	158,839	171,475

Source: United States Tariff Commission.

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Based on the assumption that 171,475,303 pounds represented 70 percent of total purchases by the industry, one may calculate roughly that from 200 to 250 million pounds of nuts were consumed by the industry during 1933.

There have been no official studies since 1933. It might be noted, however, that the use of various edible nuts in confectionery manufacturing is influenced to a large extent by price changes, and it can safely be stated that considerably larger quantities of pecans and walnuts were used during 1935 and 1936 because of the very attractive prices at which these nuts were offered in an effort to move the 1935 record production of both walnuts and pecans.

The extent to which peanut consumption by confectioners was affected by price changes has not been determined. However, it is significant to note that the price of peanuts for the two years 1932 and 1933 covered in the Tariff Commission's studies was lower than at any time in recent years. The Bureau of Labor Statistics' average wholesale price per pound, Norfolk, for the years 1932 and 1933 was 1.4 and 2.0 cents, respectively, compared to 1934, 1935 and 1936 averages of 3.2, 3.6, and 3.5 cents, respectively.

Foreign Trade in Confectionery.

The subject of foreign trade in confectionery has been amply covered in other publications of the Bureau of Foreign and Domestic Commerce, and will not be discussed in this study. The most recent report on this subject is contained in the bulletin published in February of this year called "1936 Review of Export Trade in Sugar, Confectionery and Nuts", and those interested may obtain copies upon request, either directly to the Washington Office of the Bureau of Foreign and Domestic Commerce or through the District Office in your territory.

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SELECTED LIST OF REFERENCES TO INFORMATION ON CANDY CONFECTIONERY

References to Department of Commerce Publications

Foodstuffs Division's Annual Surveys:

There is listed below in chronological order the ten annual surveys of confectionery production and distribution which have been conducted by the Foodstuffs Division of the Bureau of Foreign and Domestic Commerce since 1928, at the request of the confectionery industry, covering the years 1925-1936, inclusive.

The first four and the last three of these surveys were distributed through the Government Printing Office, Washington, D. C., on a nominal sales basis, normally five or ten cents per copy. Also many of the District Offices of the Bureau of Foreign and Domestic Commerce have sales copies. These offices usually maintain file copies for reference purposes, as do many of the larger public and university libraries, many of which are depository libraries for all Government publications.

The term "Domestic Commerce Series" is abbreviated to "D.C.S.".

- (1) D.C.S. - No. 23 - "Candy Distribution in the United States, 1925-26". Price 10 cents.
- (1) D.C.S. - No. 31 - "Confectionery Distribution in the United States, 1925-28". Price 10 cents.
- (1) D.C.S. - No. 41 - "Confectionery Distribution in the United States, 1927-29". Price 10 cents.
- (1) D.C.S. - No. 50 - "Confectionery Distribution in the United States, 1929-30". Price 10 cents.
- (2) "Confectionery Distribution in the United States, 1930-31". (Mimeographed) Price 50 cents.
- (2) "Confectionery Distribution in the United States, 1931-32". (Mimeographed) Price 10 cents.
- (2) "Confectionery Distribution in the United States, 1932-33". (Mimeographed) Price 10 cents.
- (1) D.C.S. - No. 92 - "Confectionery Distribution in the United States, 1933-34". Price 5 cents.

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(1) D.C.S. - No. 94 - "Confectionery Production and Distribution, 1935". Price 5 cents.

(1) D.C.S. - No. 97 - "Confectionery Production and Distribution, 1936". Price 10 cents.

(1) Available from the District Offices of the Bureau of Foreign and Domestic Commerce and from the Superintendent of Documents, Government Printing Office, Washington, D. C. D.C.S. - No. 94-1935 have been exhausted at the Government Printing Office.

(2) A limited supply of each of these 3 surveys is available here in the Foodstuffs Division, and may be obtained either directly or through the District Office of the Bureau of Foreign and Domestic Commerce serving your territory; not from the Superintendent of Documents.

Other Department of Commerce Publications.

Monthly

Monthly Report of Confectionery Sales. FS-9. Available from the Bureau of Foreign and Domestic Commerce (not from the Superintendent of Documents). Priced \$1.00 annually; 10 cents a single copy.

Monthly Mimeographed Statement 3007 - United States Exports of Sugar and Related Products (by countries of origin). Priced \$1.00 annually. Available from the Bureau of Foreign and Domestic Commerce (not from the Superintendent of Documents). Prior to January 1, 1937, the Department of Commerce's statistical statements showing exports of confectionery were included in two classifications, namely: 1632 - Chocolate Confectionery and 1633 - Other Confectionery. Beginning January 1, 1937, these two classifications were deleted and three new classifications adopted as follows: 1634 - Chocolate Candy; 1635 - Other Candy; 1637 - Confections, n.e.s. (includes ice cream powder, ice cream, chocolate and vanilla pudding, etc.)

Monthly Mimeographed Statement 3053. - United States Imports of Sugar and Related Products. (by countries of origin). Includes imports of cane and beet sugar, edible and inedible molasses, sugar candy and confectionery, and maple sugar and maple sirup. Available from the Bureau of Foreign and Domestic Commerce (not from the Superintendent of Documents).

Survey of Current Business. Published monthly by the Division of Economic Research, Bureau of Foreign and Domestic Commerce. Priced \$1.50 per year. Contains monthly sales of confectionery and indicates the trends in monthly sales based on the monthly sales reported by the Foodstuffs Division in FS-9 listed above.

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Fortnightly.

Foodstuffs 'Round The World - Sugar, Confectionery and Nuts - FO-4. Published fortnightly. Price \$1.00 per year, domestic; \$3.00, foreign. Contains principally information received from the Foreign Service officers of the United States Government, located in their respective countries, on market information of interest to the sugar, confectionery and nut trade.

Annual.

Bureau of the Census, Department of Commerce, Washington, D.C. Biennial reports of the Census of Manufactures. Price 5 cents, usually. Includes summary of statistics regarding the number of establishments, salaried employees, wage earners, salaries, wages, cost of materials, value of products, value added by manufacture, etc. As previously indicated, the Census report on confectionery includes only candy manufactured in the confectionery industry. To this must be added both sweet and milk chocolate bars manufactured by the chocolate and cocoa industry and included with other chocolate products in the sales report for chocolate and cocoa products industry in the Bureau of the Census, Census of Manufactures.

The Bureau of the Census is authorized by law to conduct a Census of Business, covering the years 1929 and 1940. Since the 1929 Census, two voluntary censuses have been taken covering 1933 and 1935. Data on retail and wholesale distribution in candy and confectionery stores covering such items as the number of stores, employees, pay rolls, stocks, etc. Available from the Bureau of the Census, Department of Commerce.

Foreign Commerce and Navigation of the United States. Issued annually by the Bureau of Foreign and Domestic Commerce. Shows imports and exports of confectionery by countries; also shows imports and exports by customs districts; rate of duty, calculated duty, equivalent ad valorem duty on imports for the calendar year covered; and other data of interest in connection with imports and exports of merchandise to and from the United States.

The Statistical Abstract of the United States - 1935. Issued by the Bureau of Foreign and Domestic Commerce. Price \$1.25 at the Superintendent of Documents, Government Printing Office, Washington, D. C. The Statistical Abstract contains information as follows: Index of Employment and Pay Rolls in Manufacturing Establishments, extracted from the Bureau of Labor report; exports and imports of confectionery--annual for the current five years and average of previous five years; selected data taken from the Bureau of the Census, Census of Manufactures; selected data taken from the Bureau of the Census, Census of American Business, and includes information regarding the number of establishments, sales, pay rolls, number of proprietors, etc., of both the wholesale and retail business.

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Miscellaneous:

Domestic Cost Study No. 10 - Distribution Cost Problems of Manufacturing Confectionery. Price 10 cents. Available from the Bureau of Foreign and Domestic Commerce, or from any of its District Offices and from the Superintendent of Documents, Government Printing Office, Washington, D. C.

Meeting Small Order Problems in the Confectionery Industry. (out of print).

Wholesale Confectioners' Operations - A case study of five firms in Cincinnati, Ohio. Domestic Commerce Series No. 85, 1934. (out of print).

1936 Review of Export Trade in Sugar, Confectionery, and Nuts. Available upon request to the Bureau of Foreign and Domestic Commerce, or from any of its District Offices. (not from the Superintendent of Documents).

Some Other Government Sources.

Frequently the Department of Commerce receives requests for information on questions which do not fall within the scope of its functions. These inquiries, for the most part, are on subjects which are handled by the United States Department of Agriculture. The Bureaus of the Department of Agriculture most frequently concerned are the Bureau of Chemistry and Soils, Bureau of Home Economics, and the Food and Drug Administration:

Bureau of Chemistry and Soils: This Bureau has not issued any publications on candy making or the preparation of candied or glace fruits. However, for the purpose of assisting those who request information regarding candy manufacture, the Bureau of Chemistry and Soils has prepared a four-page mimeographed bulletin called "Candy Making", which among other references, contains a selected bibliography on Candy Making on a Commercial Scale, Candy Making in the Home, and Candied Fruit. Copies of this bulletin can be obtained from the Department of Agriculture, Bureau of Chemistry and Soils, upon request. Considerable research work has been done by the Carbohydrate Division of the Bureau of Chemistry and Soils on sugar, sirup, honey and related products.

Bureau of Home Economics: Those interested in information regarding candy recipes for home use should write direct to this Bureau, United States Department of Agriculture.

Food and Drug Administration: The Food and Drug Administration of the Department of Agriculture is charged with the administration of the Food and Drug Act, and inquiries pertaining to food laws and regulations should be addressed direct to this organization.

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UNITED STATES DEPARTMENT OF COMMERCE
BUREAU OF FOREIGN AND DOMESTIC COMMERCE
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